

Message Text

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PAGE 01 MOSCOW 05829 251850Z

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USDOC FOR BEWT/PIGGOTT

E.O. 11652 N/A

TAGS: ETRD, EIND, UR, US

SUBJ: GLEASON SIGNS PROTOCOL FOR GEAR CUTTER PLANT

1. AFTER LENGTHY DISCUSSIONS WITH STANKOIMPORT, GLEASON NEGOTIATING TEAM HEADED BY EXECUTIVE VICE PRESIDENT C.W. PARK SIGNED PROTOCOL APRIL 24 FOR CONSTRUCTION OF PLANT FOR PRODUCTION OF GEAR CUTTERS VALUED AT DOLLARS 14 MILLION. GLEASON TEAM WILL RETURN TO MOSCOW AT BEGINNING OF JUNE TO COMPLETE NEGOTIATION OF CONTRACT, WHICH BOTH SIDES EXPECT TO SIGN BY MID-JUNE. IN SEPARATE NEGOTIATIONS, GLEASON TEAM ALSO SIGNED CONTRACTS WITH AVTOPROMIMPORT AND STANKOIMPORT FOR DELIVERY OF ADDITIONAL GEAR-MAKING MACHINES VALUED AT ABOUT DOLLARS 1.5 MILLION.

2. COMMENT: GIVEN VOLUME OF GLEASON EQUIPMENT CURRENTLY INSTALLED OR ON ORDER FOR SOVIET INDUSTRY, IT IS NOT SURPRISING THAT SOVIETS WOULD INSIST ON OBTAINING TECHNOLOGY AND EQUIPMENT NEEDED TO PRODUCE EXPENDIBLE SUPPLIES, I.E. CUTTERS, USED ON THESE MACHINES. GLEASON TEAM TOLD COMMAIT THEY WERE SATISFIED WITH THEIR SUCCESS IN WHITTLED DOWN SOVIET POSITION IN LENGTHY TALKS LEADING UP TO SIGNING OF PROTOCOL. THEY NOTED THAT SOVIETS GAVE IN ON RETENTION AGAINST PERFORMANCE, PENALTIES, AND PAYMENT TERMS. IN GENERAL, GLEASON APPEARS TO HAVE ACHIEVED TERMS SIMILAR TO, IF NOT BETTER, THOSE ACHIEVED BY GOULD IN DISCUSSIONS WITH SAME STANKOIMPORT NEGOTIATING TEAM, YEVSEYEV, POGOSYAN AND SAVELYEV. STOESEL

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Message Attributes

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